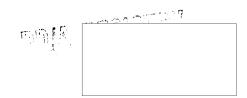
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Sandra B. DeSantis

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Market Research Specialists

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Deputy Director of Administration Central Intelligence Agency Washington, D. C., 20505

To Whom It May Concern:

Walker Wiener Associates has been hired by a major paper manufacturer to investigate alternative uses for "safety paper." Safety paper is that paper which when chemically or mechanically altered will show some type of change in appearance, thereby indicating unofficial or illegal alteration.

Additionally, we have been asked to investigate those documents that have been either illegally or unofficially copied or reproduced. Our client wants to know whether the C. I. A. might have a use for papers that would not be able to be copied or reproduced.

We understand that the C. I. A. deals with highly classified and sensitive documents. Please rest assured that we are not in the least bit interested in the nature of those documents. Our only concern is whether our client can manufacturer paper that can be used by government offices, such as yours. If it is necessary that you know the name of our client; I can break with tradition and tell you who the client is.

I am enclosing a copy of the actual questionnaire that I will be using so that you can see the exact questions I will be asking.

I plan to be in the Washington area February 2 through 5. I will call your office on Monday, January 19, to hopefully set up an appointment.

Sincerely,

Sandra DeSantis

andra DE Santis

Encl.

QUESTIONNAIRE -- SAFETY PAPERS STUDY

-- SAFETY PAPER ENFORCERS --

SEGMENT:		
NAME		
TITLE		
COMPANY	e	
ADDRESS		
CITY	ST	ZIP
PHONE		
Good Morning. I would like t for (INT: SEE SPECIFIC LISTI END-USE MARKETS, PRODUCTS, E	ING RELATING TO EA	
Good Morning. My name is Associates in N.Y. We are cu for a major U.S. producer of the study is to determine wh problems relating to illegal materials or documents which of new safety paper products	rrently undertaki safety papers. mether there are a or unofficial al could be applied	ing a national study The purpose of any specific current teration of
Would you have a few minutes	to answer a cour	ole of brief

Would you have a few minutes to answer a couple of brief questions.

FOR PURPOSES OF THIS STUDY, OUR DEFINITION OF SAFETY PAPERS INCLUDES THOSE PAPERS, EITHER PATTERNED OR PLAIN WHITE, THAT IF CHEMICALLY OR MECHANICALLY ALTERED, WILL SHOW SOME TYPE OF CHANGE IN APPEARANCE, THEREBY INDICATING UNOFFICIAL OR ILLEGAL ALTERATION.

Firs	t of	all				
l. T abil	o wha	at degree to prevent	are you fam the altera	ilia: ition	ar with safety papers, ar a of documents?	nd their
() Ve	ery famili	ar, I have	used	l it.	
() Fa	amiliar, I	haven't us	ed i	t, but I'm familiar with	ı it.
() No	ot Familia	r, I don't	know	what it is.	
alte		on can be			afety papers, document : HAVE RESPONDENT EXPLAI	IN IN
	()	Yes		() No	
				·		
asso depa migh	ciat: rtmen it be	ion, etc.) nt has inv	have there estigated v d as sensit	e bee: where	our company (agency, department of the company (agency, department) and control of the control o	
	() Yes	Go to	Q.	4	
	() No	Go to	Q.	5	

4. Could you note the types of products that have been subject to unofficial or illegal alteration? (INT: PROBE FOR SPECIFIC TYPES OF PRODUCTS)
1
2
3
4
5
5. Within your company (agency, department, association, etc.) are there any documents used that might be classified as sensitive, specifically if they were illegally or unofficially altered?
() Yes Go to Q.5a
() No Go to Q.9
5a. Could you note the type of products that fit into this classification? (INT: ATTEMPT TO GET SPECIFIC PRODUCTS RESPONDENTS SHOULD BE PROBED FOR SPECIFIC TYPES OF CONTRACTS, PASSES, SECURITIES ETC.
1
2.
3.
4.

6. Over the past year, have there been any cases where your company's documents have either been unofficially altered, or attempted to be altered? (INT: PROBE FOR PRODUCTS AND ASTERISK ABOVE.)
() Yes
() No
7. Has your company employed any other means to insure that sensitive documents or materials are not altered? (INT: PROBE FOR ROLE OF COMPUTERS, PEOPLE, OTHER SOLUTIONS TO STOP ILLEGAL/UNOFFICAL ALTERATION.)
() Yes Please explain steps.
() No Why not?
8. Would the cost of safety papers (which could typically increase the cost of paper by some 20-30%) be an inhibiting factor for its use within your company (agency, department, etc.)?
() Yes, please explain
() No, please explain

other	r app	lic	your famil: ations when llegal or u	reby sa	fety	paper	rs mi	issues, ght repr	are the esent a	ere any a means
	()	Υe	es Ple	ease no	te t	hese]	produ	cts.		
	()	No								
1	· · · · · · · · · · · · · · · · · · ·									
2										
3										
4								·		
are copi	there ed or	ar re	your compan ny documents produced? Yes	sthat	have	been	unof	t, assoc	ciation or il	, etc.) legally
	()	No	• • • •	Go	to Q.	11.			
clas:	sific	ati	you note thon? (INT;	ATTEM	PT T	OGET	SPEC	IFIC PRO	DUCTS .	
1									'	
2										
4			·····							

docu	ments E FOF	3 (or ma	ater:	ials are	e not cop	pied or re	ans to insuproduced? JNOFFICIAL	(INT:	OR
	()	Yes	• • •	Please	explain	how.			
	()	No	•••	Please	explain	why not.			
								- 194-94		
the sa property (INT	speci A ANI oblem ICATI : NOT	Lf: n. [O]	ic ap 10A) Firs N FRO SECO	as las long as	cations being an how abou .4.); No APPLICA	that youreas when at	noted earling shout CONTINUE	questions of arlier (IN ive document of the control	NT: QUEST nts could E FIRST	TION d be

USE AS MANY FORMS AS REQUIRED.

SAFETY PAPER RELATED APPLICATION PROFILE

NOTE: THIS INFORMATION PROFILE IS ONLY TO BE REQUESTED IF COMPANY NOTES A CASE OF AN ALTERED DOCUMENT IN QUESTION 1A

NAME OF APPLICATION:	
TYPE OF PAPER PRESENTLY PRODUCED ON:	
WHERE PRINTING IS DONE:	
TYPE OF PRINTING:	
USE OF COLOR:	
HOW PRODUCT IS PRODUCED: (I.E., LOOSE SHEETS, BUSINESS FORM, PAETC.)	DS ,
# OF UNITS CONSUMED ANNUALLY:	
FREQUENCY OF PRINTING:	
TYPICAL SOURCE FOR PRODUCT:	
NEED FOR POST-FINISHING:	
PRODUCED FROM: () CUT SIZE () FOLIO SIZE () ROLLS MAGNITUDE FROM ANY ONE ALTERATION:	
OTHER:	
() INVESTIGATED ALTERED DOCUMENT	
() INTERNAL ALTERED DOCUMENT	
() COPIED DOCUMENT	